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The latest news about the Port of Baltimore can be found on Twitter. Users should go online to twitter.com/portofbalt.



COVER: The Mark Moran moves through the waters around Seagirt Marine Terminal. Photography by Kathy Bergren Smith. Photo illustration by Darby Lassiter.

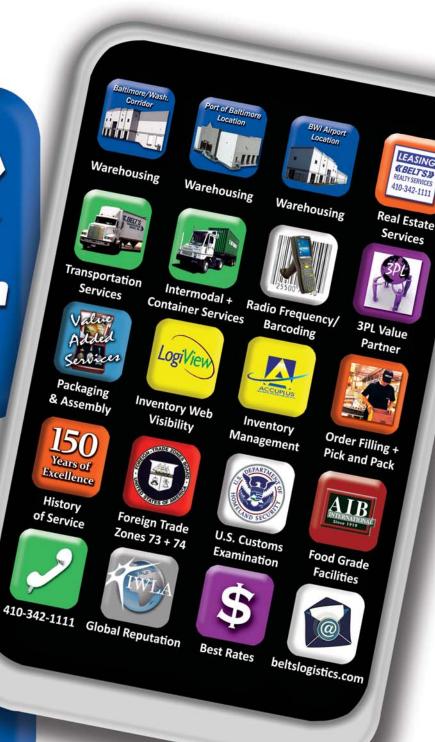


### Wharf Completed...Cranes Arrived!



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#### Proud of Port's Role as Pivotal Employer

aryland is committed to creating jobs and expanding opportunity to more people. Over the past 12 months, Maryland has created 24,000 jobs. Our private sector led our job growth, creating more than four-fifths of those jobs. And, Maryland remains one of only eight states to maintain a Triple-A bond rating certified by all three credit-rating agencies.

I'm proud to say that the Port of Baltimore is one of Maryland's top employers. The Port generates 40,040 direct, induced and indirect jobs in Maryland. More than 14,600 of those jobs are direct employment positions in trucking, railroads, labor, terminal operations, freight forwarding and more. The Port generates about 14,400 induced jobs in this State, including positions in groceries, retail, restaurants, hospitals and schools. The Port also supports nearly 11,000 indirect jobs with companies that depend on the Port to use or buy their services, such as security, maintenance and repair, and transportation.

These three different categories of jobs translate into about \$3 billion in salaries for Maryland residents, \$1.7 billion in business revenues paid to businesses providing services at the Port, and \$300 million in State and local taxes that were generated by Port of Baltimore activities.

In addition to the direct, induced and indirect jobs, there are also 68,000 additional Port-related jobs in the State with Maryland companies that chose to import or export their cargo through our Port over our competitors in other states. The ability to ship goods through the Port of Baltimore enables these companies to save time and money in logistics costs, avoiding economic penalties that could result in job reductions.

We are very fortunate to have one of the leading U.S. seaports right here in Maryland. The Port of Baltimore does much more than welcome huge ships and handle large amounts of cargo. It provides thousands of good-paying, family-supporting jobs, and that's something not to be taken for granted.

Martin O'Malley, Governor



#### Ability to Double-Stack Trains is Final Piece of Puzzle

ast month, the Maryland Department of Transportation, City of Baltimore and CSX selected a site in Baltimore to be the future home of a new intermodal container transfer facility. Although it is still pending official approval by the Maryland General Assembly, moving forward with this project would achieve a longtime goal of the Port of Baltimore — the ability to stack containers headed to or from the Port two-high on trains.

Since double-stacking containers on trains became a reality in our business years ago, the Port's rail network has operated from a disadvantage. Baltimore's century-old Howard Street Tunnel has been an impediment to the Port's container business. In simple terms, the tunnel is not large enough to accommodate doublestack container trains arriving or leaving the Port.

The Port of Baltimore's container business has been impacted by the lack of double-stack capability. Most of the container business serves our local market from south of Philadelphia through Baltimore and Washington, D.C., and into Northern Virginia. While that consumer market is the third-largest in the United States, the Port has not been able to effectively serve the discretionary Midwest market.

This proposed facility would solve that problem. Imported containers would arrive from the Port's Seagirt Marine Terminal on trucks or single-stacked trains, which would transit the tunnel. At the transfer facility, containers would be double-stacked on CSX trains headed for the Midwest. The process would work vice versa for exported containers going to the Port. Another positive is that the site today is already an active CSX rail yard, so some infrastructure is already in place.

A near-dock double-stack container facility would give the Port of Baltimore opportunities that it has never had. CSX has also informed us that it will price Baltimore's double-stack rates favorably with our competitors.

The target year to open this facility is 2015, the same year the Panama Canal expansion project is due to be completed. Thanks to our partnership with Ports America Chesapeake, the Port now has a new 50-foot-deep container berth and four superpost-Panamax cranes. Allowing double-stacked trains to access the Port is the last piece of the puzzle. It would not only increase business through this Port but would also maintain and grow jobs, ensuring our role as one of Maryland's main economic generators.

James J. White, Executive Director

# E E SOUNDINGS

The happenings in and around the Port

#### **CARGO**

#### Port Sets Record for General Cargo Tonnage

he Port of Baltimore's public marine terminals recently set a record for handling the highest amount of general cargo tons in a one-month period. Governor Martin O'Malley announced

that the 853,818 tons handled in July eclipsed the previous record of 852,522 tons set three months earlier in April. General cargo includes containerized goods, autos, forest products, and roll on/roll off (farm and construction) equipment.

"The Port of Baltimore continues to lead the way as we recover from the challenging economic conditions of the past few years," said Gov. O'Malley. "In Maryland, we have one of the best cargo ports in the nation, and that's good news for jobs and good news for strengthening and growing our economy."

General cargo in July was up 24 percent from June. Through the first seven months of 2012, general cargo tonnage was up 11 percent from last year. Among individual commodities, roll-on/

roll-off was up 32 percent, auto units were up 22 percent, containers were up eight percent, and wood pulp (for producing napkins, paper towels and other paper products) was up two percent.

In 2011 the Port of Baltimore saw a 15 percent increase in cargo from 2010, which marked the greatest increase of growth by any major U.S. port.

#### **CARGO**

#### Rukert Tackles Wind Turbines

ukert Terminals Corp. once again proved its expertise with large wind project equipment by recently handling the tower sections, turbine housing and hubs of gigantic wind turbines bound for Pennsylvania. The wind turbines, which when finished loom nearly 300 feet tall with blades that are 140 feet long, will be erected on the Twin Ridges Wind Farm in Somerset, Pa. The wind farm will have 68 wind turbines generating a total of 140 megawatts of electricity, enough to power 45,000 households for a year.

Each of the 68 towers consists of five sections that were discharged in tandem using Rukert's new Liebherr Mobile Harbor Crane and ships cranes. The tower sections were loaded onto three ships in Singapore and South Korea, while the housing, which contains the turbine, and the hubs that connect the



blades to the generators were loaded onto three ships in India.

Not only is the Port of Baltimore skilled in handling such unusual cargo, it also offers ideal road access for the oversized pieces.

"These are very specialized cargoes, and they need specialized handling on the roads because they don't fit through tunnels and under some bridges," said Rick Schiappacasse, with Maryland

Port Administration Trade Development. "The Port of Baltimore has handled wind projects before, and with the expert handling by Rukert Terminals, we hope to see more of this in the future."

Rukert Terminals Corp. President John Coulter explained, "Diversification of cargo has been the key to success at Rukert Terminals. In this case, Rukert employees can also be proud that these projects are helping America go green!"



#### **NEWSMAKERS**

#### Seagirt Crane Dedicated to Captain Di Casagrande

he hustle-bustle of Seagirt Marine Terminal paused on August 22 as an honor unique to the Port of Baltimore was bestowed upon a beloved member of the community. Family members joined representatives of Ports America, Mediterranean Shipping Company and the Maryland Port Administration during the dedication of Crane Number 11 to Captain E. Lorenzo Di Casagrande, who passed away in 2010.

The crane is the easternmost in the set of four new cranes at the terminal's 50-foot berth.

"The Captain will be the first to greet the inbound ships," said Mauro Dal Bo, MSC's Baltimore Office Manager.

"We at MSC were very touched that Ports America chose to honor the Captain," Dal Bo added. "It is a nice way for us to remember his energetic spirit and his commitment to this port."

THE CAPTAIN LORENZO

DEDICATED JULY 22, 2010

NAMED IN HONOR OF
CAPTAIN LORENZO DI CASAGRANDE
FOR HIS SIGNIFICANT CONTRIBUTION
TO THE PORT OF BALTIMORE FOR
OVER TWO DECADES AND HIS TIRELESS
SERVICE TO THE BALTIMORE COMMUNITY

Mediterranean Shipping Company Chairman & CEO Nicola Arena addressed the crowd at a well-attended Seagirt Marine Terminal crane dedication in honor of "Captain Lorenzo."



#### SOUNDINGS

#### **SHIPPING**

#### ACL Thinks Outside the Box With Innovative Vessels

onstruction of the world's five largest roll-on/rolloff/container ships (CONROs) has been contracted by Atlantic Container Line (ACL), with delivery expected in 2015. The shipping company is going to replace Generation 3 CONROs currently operating in its transatlantic service with five Generation 4 vessels that should greatly increase productivity.

The new CONROs will be the first of their type in the industry — bigger, faster, greener, and more efficient than their predecessors, according to ACL officials. The G4s will have a capacity of 3,800 Twenty-foot Equivalent Units (TEUs), plus

> 28,900 square meters of roll-on/roll-off (ro/ro) space, with a car capacity of 1,307 vehicles. Speed will increase by 10 percent while fuel consumption per TEU is reduced by 50 percent.

equivalent of 6,500 TEU container ships in terms of earning power and economies of scale, but with far lower costs."

While ACL also announced that the company might possibly drop one or two traditional ACL port calls from its current rotation to make room for a new South Atlantic port, company officials acknowledged that Baltimore has been integral to their operation. "Baltimore has been, for a lot of years, the most user-friendly port we call," Abbott said. "[Maryland Port Administration Executive Director] Jim White and the rest of the group in Baltimore have done a super job making it easy for us to come there. We fully expect that Baltimore will remain a part of our plans moving forward."

The G4's innovative design, conceived by Denmark-based International Maritime Advisors (IMA), bucks traditional thinking by putting all ro/ro cargo midships and stowing containers in cells fore and aft of the ro/ro section, thus resulting in actual cargo replacing the need for ballast. "The designer came to us thinking outside the box," Abbott said. "At first, we kind of laughed him off. But the more we started working with the design, the more we realized this is a brilliant idea."

All five G4 vessels will be constructed by Hudong-Zhonghua Shipbuilding in Shanghai.





#### **AUTOS**

#### Mercedes-Benz Welcomes New VPC Manager

ercedes-Benz USA recently promoted Paul Violante to Department Manager of the Baltimore Vehicle Preparation Center (VPC). With Mercedes-Benz since 1975, Violante explained that, in his new role, he is "responsible for overseeing all Baltimore VPC staff, whose responsibilities are administering quality checks to our vehicles, and meeting our monthly wholesale targets while servicing the Northeast, Mid-Atlantic and Central Region Mercedes-Benz/Smart dealers."

Ted M. Boudalis, Strategic VPC
Operations Manager, Mercedes-Benz
USA, said, "Paul brings a wealth of experience with him to this new, challenging
role at this exciting time when we will be
experiencing substantial sales volume
growth in all of our franchises."

Maryland Port Administration
Executive Director James J. White noted,
"Mercedes has a 20-year contract here
at the Port. They are a leader in vehicle
processing and routinely set the bar
high. The VPC was managed very well by
Ted Boudalis and now we welcome Paul
and look forward to working with him to
raise that bar even higher."

Violante started his career in the Mercedes-Benz USA truck division, followed by several other operational positions in the company's Houston and Belcamp VPCs prior to his most recent role as Supervisor of Operations at the Baltimore VPC.

#### **OUTREACH**

### Teachers Learn Firsthand of Port's Scope and Importance

wo teachers from the Maritime Industries Academy High School in Baltimore and seven teachers from Baltimore County, which virtually surrounds the city, participated this summer in the Port of Baltimore's first externship program for educators. All in attendance wanted to learn about the vast Port infrastructure and the coordination needed to get cargo from one destination to another.

The externship program was organized by the Baltimore Port Alliance Education and Outreach Committee, which is co-chaired by Katrina Jones of the Maryland Port Administration and Andy Nixon of Rukert Terminals Corporation. For this pilot program, 26 maritime agencies volunteered to spend dedicated time with the teachers between July 30 and August 3, explaining their roles in the industry, the various types of jobs they hire for, and the education and skills needed to perform these jobs.

Port consultant and former U.S. Rep. Helen Delich Bentley kicked off the event with a historical overview of the Port. This was followed by a panel discussion about maritime law, insurance, banking and the role of the shipping agent.

Areas covered by the agencies included terminal and vessel operations, vessel tracking, freight and logistics, warehousing, security, federal and state regulations, engineering, and the environment. Teachers were also given ideas on how to infuse maritime information into their lessons or to otherwise start conversations with students about the Port.

The teachers thought the experience was eye-opening as they learned about all of the maritime activities going on right in their backyards. Commented one teacher, "It's like such a great jigsaw puzzle how everything works together."

Michele Baugher, a Dundalk native who teaches at Colgate Elementary School, expressed her surprise at the level of work being done for the environment by the Port. "I had no idea where the dredged material went," she said. "I go to Hart-Miller Island all the time and I had no idea that it was [built on] dredged material. I'm so excited that I can go home and tell my kids about it."

During the wrap-up session, the teachers shared ideas on how to improve the program so that they can match the experience with their core curriculum. A survey of industry participants revealed that they thought it was a good investment of time and look forward to participating again.



OURTESY OF MPA

#### SOUNDINGS

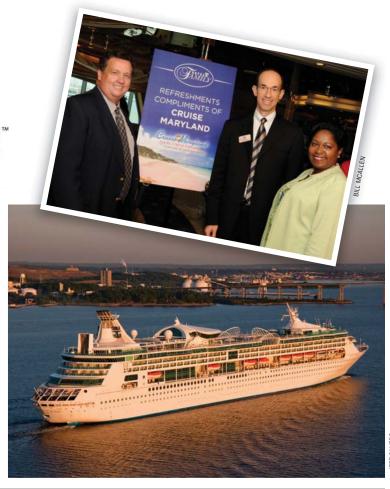
# Cruise Maryland from the Port of Baltimore

#### **CRUISE**

#### Top Travel Agents Get Royal Treatment

oyal Caribbean International President and CEO Adam Goldstein visited the Port of Baltimore recently to thank some of Royal Caribbean's top travel agents and wish them bon voyage on a seven-day cruise to Bermuda onboard Royal Caribbean's Enchantment of the Seas. Baltimore was selected as the departure port.

Goldstein is shown flanked by Maryland Port Administration Director of Marketing Rick Powers and Cruise Manager Cynthia Burman.





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#### **ZONING**

#### New 'Maritime Zone' Could Further Protect Port Functions

aritime-related companies are reluctant to invest in port facilities without assurances that such facilities are insulated from non-industrial developments on their boundaries, and that vehicular and rail access are not interrupted.

In Baltimore, those assurances came in the form of a Maritime Industrial Zoning Overlay District (MIZOD). Created in 2004, the MIZOD helps to curb encroaching residential and commercial development around the deepwater Port of Baltimore. The special zoning district prevents developers from asking for an extra two or three blocks that might extend their reach into land needed for port operations such as piers, warehouses and marine terminals.

Originally, the zoning overlay district was created for 10 years and would have expired in 2014, but concern still existed. "People watched it for four years to see if it was real, and then it dawned on us that there were only six years left, and we wondered how the City Council would be disposed to extending it," said Rupert Denney, who serves on the board of the Baltimore Industrial Group

and is a past chairman of the Baltimore Port Alliance.

With the backing of then-Mayor Sheila Dixon, the MIZOD was extended to 2024 with one caveat — in 2014, property owners could petition to be removed from the district. While there's no quarantee that this would happen — petitioners would have to demonstrate why they shouldn't be in the special district and prove that removing them will not hurt the maritime industry - the uncertainty could affect further investment in the Port.

As 2014 approaches

— and as the Port of
Baltimore is enjoying
steady business growth
and investment in capital
improvements — the Port
and the maritime community

are working with Baltimore's Department of Planning to help craft a new "Maritime Zone" as part of the City's comprehensive rewrite of the complete zoning code. The new Maritime Industrial (MI) zone would mirror the MIZOD in every way, but unlike the MIZOD, which has a "sunset" provision, the MI district would be law.

The Baltimore City
Council could adopt a new
Comprehensive Master
Plan by the beginning of
2013. "This would provide
a seamless transition from
the original legislation into
the new," said Denney,
"while at the same time
demonstrating to investors
the importance Baltimore
City's Mayor and Council
attribute to the Port of
Baltimore."

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#### SOUNDINGS





### NEWSMAKERS

#### Shapiro Announces Staffing Changes

he Baltimore headquarters of Samuel Shapiro & Company, Inc., a 97-year-old logistics leader, has made several recent personnel moves. Kathy McKoy, who started with the company in 1998 and most recently served as Baltimore Branch Manager, is now Regional Manager of the Mid-Atlantic Region. Robert Clawson, originally assigned to Shapiro's Charleston branch office as its Regional Sales Director, has been reallocated to focus on the Mid-Atlantic region to better support Shapiro's rising customer base and growth plans. And Marley Tanno has been promoted to Import Supervisor after serving as a summer 2010 intern and then being hired full-time as an Import Coordinator.

Integrating Your

#### **NEWSMAKERS**

#### A Salute for Coast Guard's Capt. Keifer

apt. Kevin C. Keifer, shown saluting Rear Admiral Thomas Ratti, officially took command of U.S. Coast Guard Sector Baltimore during a recent ceremony. Keifer replaced Capt. Mark O'Malley, who was thanked by Maryland Port Administration Executive Director James J. White.

## T

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#### **ANNIVERSARY**

#### Maryland Pilots Enjoy Historic Milestone

he Association of Maryland Pilots — the oldest such body in the nation — hosted an afternoon reception in June to celebrate the group's founding 160 years ago. The event was held at the original location of the Pilot office, the former Union Hotel (now Duda's Tavern), at the corner of Bond and Thames streets in Fells Point. Guests included federal, state and local government officials, partners in both the public and private sectors of the Port, community leaders and friends of the Association.

Association President Captain Eric Nielsen stated that the event was "a unique opportunity for us to appreciate our 'partners in the Port' for their cooperative support over the last couple of centuries and to pledge our commitment to continue our joint efforts to maintain the Port's preeminent position among the nation's ports."

The profession of piloting in Maryland dates back to the 1600s and was first regulated by the state in 1787. But it was not until 1852 that a change in the state law permitted the state-licensed pilots to form an Association, resulting in the first portwide Association of pilots in the United

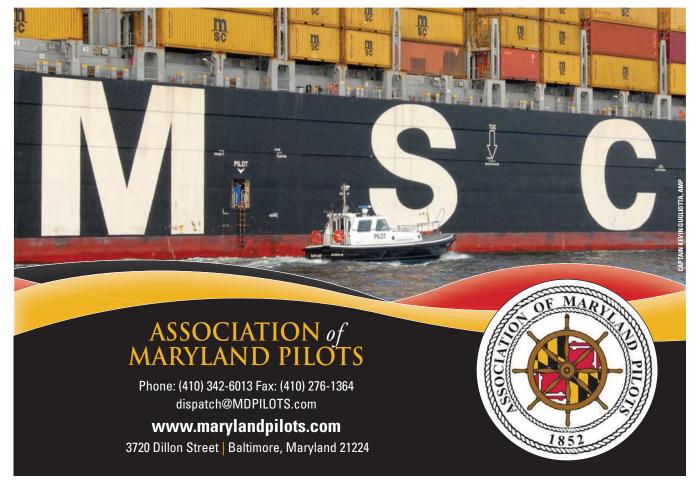
States. The Maryland Association can also claim the first purpose-built steam pilot boat in the nation, the first minority Pilot in the

United States, one of the first female **Pilots** in the country,

and one of the first users of a portable Differential Global Piloting System for precision navigation in the hazardous conditions encountered in the Chesapeake Bay.

Captain Henry J. Vaughan was the first President and was followed by 14 subsequent Presidents between 1852 and 2000, including the current President, Capt. Nielsen, shown with John and Antoinette Flurry of Duda's Tavern.









#### **EVENTS**

#### Port Community Hits the Fairways

olf outings are always a good way to enjoy the summer weather, mingle with peers and sometimes support very worthy causes.

The second annual Golf Fore Hope, held in September in memory of Captain E. Lorenzo Di Casagrande of Mediterranean Shipping Company, benefited the Steamship Trade Association of Baltimore Charitable Legacy, Inc.

The STA Charity, thanks to the support of the maritime business community, has raised more than \$500,000 to help local organizations that are dedicated to the health, education and welfare of the children and families in communities that surround the Port of Baltimore. One of the charity's founders, Mark Montgomery of Ports America Chesapeake, summed up the maritime industry's commitment to the community when he stated, "We compete on the Port, but we come together for the community."

In August, the Maryland Port Administration's annual golf outing was held at the Timbers at Troy. Beverage Cart Sponsors were Ceres Marine Terminals, Inc. and Ports America Chesapeake.  $\oplus$ 

#### **NEWSMAKERS**

#### Choptank Transport Gets Involved Around Maryland

hoptank Transport, a full-service third-party logistics provider based in Preston, Md., is a new member of "Healthiest Maryland Businesses," a statewide initiative headed by the Maryland Department of Health and Mental Hygiene and designed to create a culture of wellness at the workplace. "As an employer aiming to achieve and maintain a healthy workforce, this initiative is a perfect fit for what we are trying to accomplish at Choptank Transport," said Human Resources Director Pam Hutchinson. "We currently offer a smoke-free workplace, free blood-pressure screenings, employee massage days,

biggest loser contests and a health and fitness center on the premises."

Choptank was also recently awarded Maryland Chamber of Commerce "Business of the Year 2012" in the 51-200 employee category. It's the second time the 13-year-old company has received this honor since joining the Chamber in 2007. Chamber President/CEO Kathleen T. Snyder noted that the company has "achieved impressive growth and built a strong corporate culture by focusing on customer service, employee development and community involvement."

In other Choptank news, the company announced a scholarship endowment program with the University of Maryland. The goal of the scholarship is to provide aid to business students interested in future employment opportunities in the fields of transportation and third-party logistics.



#### **DREDGING**

#### Efforts Being Made To RAMP Up Harbor Maintenance

ith the help of an amendment passed recently by the U.S. Congress, ports across the country put the government on notice that they need channels dredged.

While the amendment fell short of its intention — to ensure that taxes collected for harbor maintenance actually get spent on harbor maintenance — it still represented a political victory.

The Realize America's Maritime Promise (RAMP) Act, attached to House transportation bill H.R. 4348, addresses a problem plaguing ports — although sufficient funds have been collected to maintain and dredge harbors, the money has not been appropriated to do the work.

"Unfortunately, the final version of the amendment does not accomplish what the ports wanted — that all of the Harbor Maintenance Tax money would be spent every year — but at least the Harbor Maintenance Tax problem was recognized on the floor of Congress, and that is very important," said Helen Delich Bentley, a maritime consultant and former U.S. Representative. "We hope to take it further next year so that all of the money is spent on its intended purpose."

Since 1986, the government has been collecting a Harbor Maintenance Tax from shippers moving goods through ports, but the collection has far outstripped expenditure. The Harbor Maintenance Trust Fund reported a surplus of \$5.65 billion dollars at the end of FY2010.

Meanwhile, full channel dimensions at the nation's busiest ports are reportedly available less than 35 percent of the time. Shallower, narrower channels mean ships must lighten their loads, adding to the costs of shipping. As Bentley told the Baltimore Port Alliance (BPA) during a recent BPA meeting, the passage of the amendment earlier this year "puts the president on notice" that maintaining harbors is vital to the nation's economy.



# McAllister Towing of Baltimore

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#### **Diesel-powered Ships Reducing Emissions**

s part of an International Maritime Organization (IMO) effort to reduce sulfur oxide emissions from ships worldwide, diesel-powered ships in U.S. coastal waters are now required to burn cleaner fuel.

Although more expensive, the switch to cleaner fuel — and the resulting improvement in air quality — is projected to save lives and reduce health care costs in the United States and around the world.

The change began back in 2008, when the IMO, an agency of the United Nations, adopted standards concerning emissions of nitrogen and sulfur oxides, as well as particulate matter, from ships operating in an Emission Control Area (ECA). In March 2010, the IMO amended the International Convention for the Prevention of Pollution from Ships (MARPOL) to designate specific portions of U.S. and Canadian waters as an ECA.

The U.S. Environmental Protection Agency (EPA) and Canada's government initiated the proposal for the ECA, which in 2014 will also include Puerto Rico and the U.S. Virgin Islands. But such efforts cannot be extended into waters that are not signatories to the ECA, such as Mexico or the Bahamas.

The North American ECA mandates that once a ship is within 200 miles of the coast, the sulfur content of the fuel powering the ship cannot exceed one

percent or 10,000 parts per million, and by 2015 that content must be reduced to 0.1 percent or 1,000 parts per million.

Previously, ships operating around the coast of the United States and Canada could burn more inexpensive fuel and fuel mixes with the sulfur content of four percent or greater. Today, the sulfur content in fuel for ocean-going vessels is capped worldwide at 3.5 percent and lower within the ECA boundaries.

After a grace period, in part to ensure sufficient supplies of low-sulfur fuel, the U.S. Coast Guard began enforcing the ECA rules on August 1.

"It represents a new cost of doing business at ports across the country," said Shawn Kiernan, Strategic Planner for the Maryland Port Administration (MPA). "From our perspective, we want to know what it means to our Port customers and neighbors and ultimately to the people of the State of Maryland."

Wallenius Wilhelmsen Logistics (WWL) has been preparing for this for more than a decade, voluntarily achieving a goal averaging 1.5 percent sulfur worldwide for the last eight years and reducing sulfur in total by 167,000 tons.

"We have always believed this is the right thing to do," said Michael Derby, General Manager, WWL North Atlantic Operations. "The United States and Canada choosing to align with similar ECA regulations in Europe is a logical next step."



By applying the ECA measure to all U.S. ports, no one port is given a competitive cost advantage by being exempt from the new fuel requirements.

Derby added, "It is important to our customers that WWL stay in the forefront of these environmental issues so that we ensure there is no disruption to the supply chain due to supply or cost. Our years of experience with low-sulfur fuel puts us in a good position for 2012, but the 2015 regulation is even more significant and not too far away!"

The ECA rules will also apply to cruise ships, which spend a significant part of their journey within the 200-mile boundary.

The overall cost of the North American ECA is estimated at \$3.2 billion in 2020, but the EPA projects it will prevent 14,000 deaths and relieve respiratory symptoms for nearly five million people. The health-related benefits are estimated to be as much as \$110 billion in the United States.

By 2020, the EPA estimates that ships complying with the ECA will reduce nitrogen oxide emissions by 320,000 tons, or 23 percent, while sulfur oxide emissions will be reduced by 920,000 tons, or 86 percent. Particulate matter will be reduced by 90,000 tons or 74

Kiernan noted that air quality emissions from ocean-going vessels had not previously been regulated globally partly because the ships are so mobile they cross boundaries and hemispheres and sail in and out of different ports. Some ports, such as Los Angeles, are particularly vulnerable to pollutants because their geography and weather patterns can trap pollution from the port over populated areas. Kiernan explained that the Port of Baltimore doesn't cause anywhere near the air quality concerns. However, by applying the ECA measure to all U.S. ports, no one port is given a competitive cost advantage by being exempt from the new fuel requirements.

Kiernan recognized that there is likely to be a cost increase as shipping and cruise lines utilize more-expensive fuel to meet the new ECA requirements. However, he added that these increased costs will be felt throughout the port industry nationwide.

"The reality is that, when compared to the costs incurred by ships to call at other East Coast ports, the Port of Baltimore remains cost-effective and competitive even taking into account the new ECA requirements," Kiernan said.



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## Local Rail Yard Seen As Double-Stack Site

City, State and CSX Officials Identify Possible Location for Intermodal Container Transfer Facility in Baltimore

> BY NANCY MENEFEE JACKSON Photography Courtesy of CSX

he Mount Clare rail yard in Southwest Baltimore has been identified by City, State and CSX officials as the most likely site for an Intermodal Container Transfer Facility (ICTF) where containers can be double-stacked on train cars. Though smaller than four proposed sites in counties surrounding the city, the rail yard is closer to the Port of Baltimore and could be ready in time to coincide with the expected arrival of larger post-Panamax ships.

"I think the conclusion was that, due to the time sensitivity of the Panama Canal expansion and the National Gateway Initiative projects, it compelled us to go back to the drawing board and right-size our expectations," said Leif A. Dormsjo, Maryland's acting Deputy Secretary of Transportation.

Governor Martin O'Mallev noted, "This state-of-the-art intermodal transfer facility, paired with our new 50-foot





berth, gives Maryland a great competitive edge to take advantage of CSX's National Gateway Initiative and the widening of the Panama Canal." The Governor added, "Being ahead of the curve compared to other East Coast ports will mean more good-paying family jobs here in Maryland."

Trains bound for the Midwest leaving the current ICTF at the Port of Baltimore's Seagirt Marine Terminal must go through the 116-year-old Howard Street Tunnel, which can only accommodate single-stack trains. Modifying the 1.4-mile-long tunnel to allow double-stacked trains would cost billions. Instead, planners sought a site south of the tunnel where containers delivered from the Port by single-stack trains and trucks could be double-stack on trains headed south and west via the National Gateway Initiative.

As an \$850 million public-private partnership between CSX, the federal government and Mid-Atlantic states, the National Gateway Initiative is creating a network of tracks with adequate clearance for double-stacked trains. Double-stacking containers improves efficiency, lowers cost, saves fuel and reduces carbon emissions.

Because of their size and shape, the original four county sites were projected to accommodate some 200,000 container lifts per year. These county sites would

As an \$850 million public-private partnership between CSX, the federal government and Mid-Atlantic states, the National Gateway Initiative is creating a network of tracks with adequate clearance for double-stack trains.

#### 11111111111111111111111111111111111

have cost between \$140 million to \$325 million, requiring federal dollars that would have resulted in a lengthier review process.

"We determined if we could find a location in a more suitable area with industrial characteristics that could serve the Port of Baltimore, then a scaled-back version could be delivered within our timeline," Dormsjo said.

Baltimore Mayor Stephanie Rawlings-Blake had been urging planners to consider a city site. "A new rail intermodal facility will help Baltimore keep and grow jobs in the city while securing our Port's future economic growth for the next generation," she said. "This represents a significant economic investment in Baltimore, and we look forward to working with the State of Maryland and CSX to review the proposal to utilize an existing rail yard and fully consider all related issues."

Dormsjo noted that the new site is closer to the Port "so container movement will be shorter both inbound and outbound."

"This is very good news for the Port of Baltimore," said Maryland Port Administration (MPA) Executive Director James J. White. "Pending proper review and final approval, this selected site would allow for the Port to have long-awaited near-dock double-stack container capability. If priced right by CSX, this would greatly improve the Port's ability to handle discretionary cargo outside of our local market."

The 60-acre Mount Clare site will have the capacity for 85,000 container lifts a year. "That's north of what Seagirt did last year," Dormsjo said, referring to the existing ICTF. "We have room to exceed where we are now."

Although the site is smaller, Dormsjo noted that the shape of the parcel of land actually mattered more than acreage. "The

core function of the facility will be able to be performed," he said.

The Mount Clare site, which is an active rail yard, would use state-of-the-art technology.

CSX spokesperson Robert Sullivan asserted, "Our goal is have this terminal operational by 2015 to help the Port accommodate anticipated growth resulting from the widening of the Panama Canal, while helping reduce highway congestion, creating jobs and supporting regional business development."

Sullivan also explained, "This proposed, state-of-the-art intermodal facility would utilize zero-emissions electric crane technology, the first of its kind at any East Coast Port."

Preliminary cost estimates for the project are approximately \$90 million to \$95 million, which would be shared by CSX and the Maryland Department of Transportation. "In addition, CSX is making an additional \$42 million in infrastructure enhancements to further position the Port for growth," Sullivan said.

Dormsjo is reassuring communities near the train yard that the site will undergo a thorough review. "There will be a rigorous environmental review and traffic study," he said. "We won't be cutting any corners in that regard."

Sullivan added, "As we do in every intermodal terminal development project, CSX has assured the State and City that we will engage the public and, to the best of our ability, address any concerns."

Having double-stack rail capacity will make the Port of Baltimore more competitive.

"The double-stack train is the last obstacle for the Port of Baltimore to be able to compete 360 degrees against the big ports like New York and Norfolk," said Mauro Dal Bo, who manages Mediterranean Shipping Company's Baltimore Office. "Once this is complete, I believe it will put the Port of Baltimore in a leading position and will help the Port continue its steady growth."

Mark Montgomery, President and CEO of Ports America Chesapeake, said he is happy about the Mount Clare location. "I think it's great that it's in the city. I'm really excited [that] it's eight miles from the gate at Seagirt," he said, adding, "We look forward to working with CSX and growing business at the Port."



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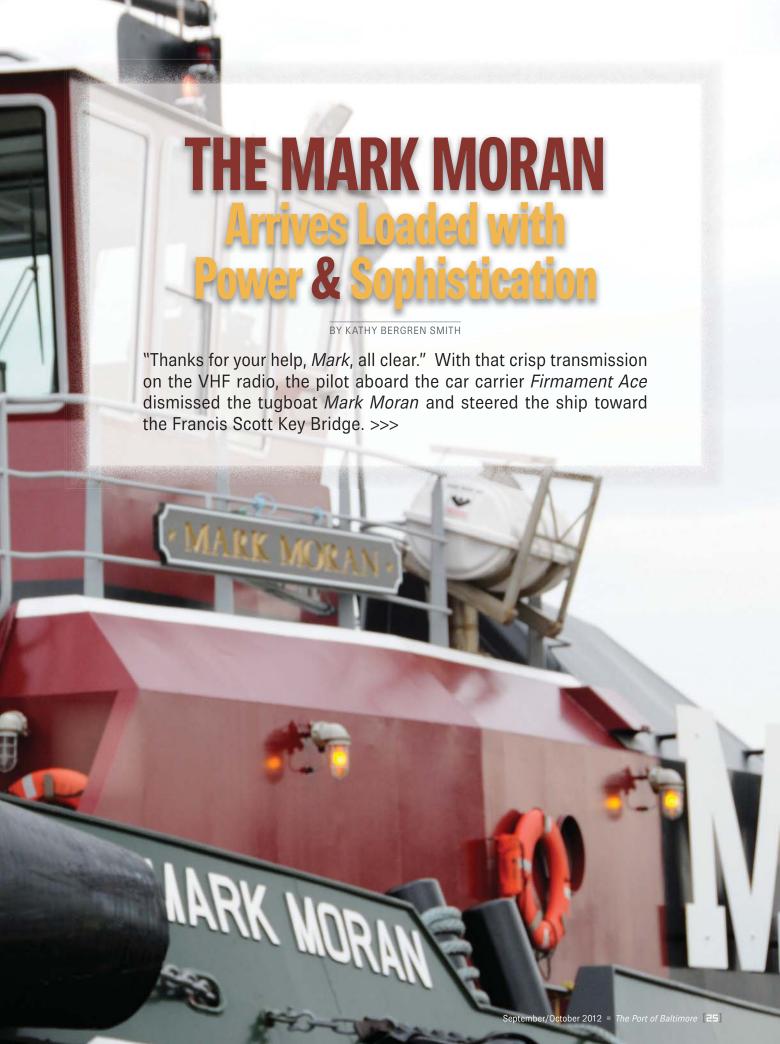
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It was just another afternoon in the busy Port of Baltimore. In a tightly choreographed ballet, the tug had assisted the ship as it backed out of a narrow slip at Dundalk Marine Terminal and turned completely around. Thousands of tons of steel, millions of dollars in cargo balanced on a single line tethered to the boat that Paul Swensen, Vice President of Moran Towing Baltimore, called, "The most sophisticated and powerful tug in the Port."

The *Mark Moran* is one of the most advanced tugs working in any harbor. Built for New Canaan, Conn.-based Moran Towing Corporation at shipbuilder Washburn & Doughty in Boothbay, Maine, the *Mark Moran* is the latest addition to the company fleet. The boat packs 5,100 horsepower into its 86-foot x 36-foot hull.

While the power and maneuverability of the *Mark Moran* is impressive, Swensen is equally proud of the boat's habitability.

"It is a very crew-friendly vessel," said Swensen, who noted that an additional tractor tug identical to the *Mark Moran* is being sea-trialed in November and will be delivered shortly thereafter. "Safety and crew comfort were priorities in the tug's design. There are private staterooms, a well-appointed galley and it is amazingly quiet and free of vibration."

In the old days, a tug was a noisy place to work. Huge engines packed into small spaces mean it is









Capt. Wesley Southworth sits at the helm of the Mark Moran.

chair, this is not a bad second option," he said.

Southworth's wheelhouse would be a close third.
The captain sits at a console surrounded by windows

The captain sits at a console surrounded by windows giving him a view of those working on the deck. The dual display computer screens are packed with electronics.

Southworth says that he and his crew were honored that Moran asked them to go to Maine to

sea-trial the boat, and then outfit it and make the delivery voyage to Baltimore.

"It is something that we will always remember," said Southworth, who has worked in the harbor for 15 years after serving in the U.S. Coast Guard.

The engine room itself is a clean, well-lit space where engineer Eric Hardison keeps things running without getting covered in grime. The Mark Moran's massive 16-cylinder MTU engines are mounted on vibration-reducing pads. "This engine room is so spacious," said Hardison, "It is so much easier to get to everything."

The Mark Moran's engines meet the EPA Tier II standard for lowering emissions, a major priority for Moran Towing in all of its operations. In Baltimore, the company keeps emissions down by not running the tugs' engines while they are at the pier, instead using shore power to keep the lights on. When running, the Moran fleet burns ultra-low sulphur diesel.

"We take our corporate initiatives with respect to the environment very seriously," said Swensen.

The MTUs deliver power to the Schottel Z-drives that made it possible for the Mark Moran to undock the Firmament Ace without the assistance of another tug. A traditional tugboat has long shafts

that come from the engine and turn propellers at the stern that drive the boat. The Mark Moran has twin drives that are mounted under the boat, each turning independently 360 degrees. In other words, the power coming from the engines can be applied in any direction, forward, backward or sideways.

The Mark Moran is classified by the American Bureau of Shipping as not just a towing vessel, but as an "escort" vessel capable of providing enough power to assist a ship that is out of control. The tug can make 14 knots and turn at full speed in its own length.

"The power of this boat is well-matched to the larger and larger ships that will be calling Baltimore," said Swensen.

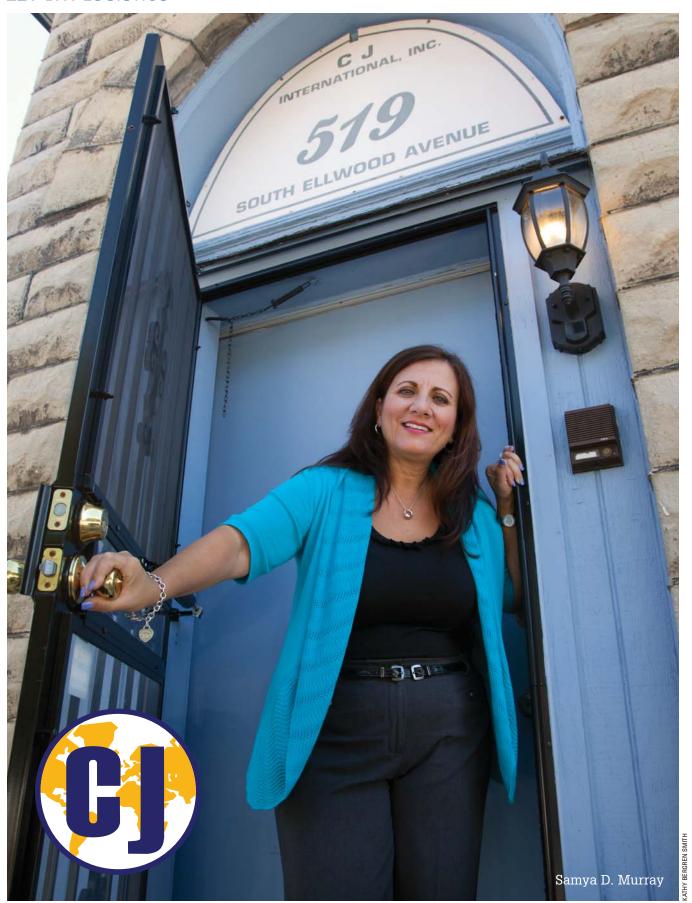
As the Port of Baltimore prepares to receive the newest class of ships designed for the expanded Panama Canal, Moran's Swensen says that the Mark Moran will be standing by. "We are doing our part to keep the Port competitive," he said.

more than 150 years ago in New York larbor, when Michael Moran purchased a half interest in the tugboat Ida Miller for \$2,700. Today the company is headquartered in New Canaan, Conn., and based in 16 ports, where the company operates 95 tugs and 30 barges. Moran provides ship docking, barge transportation and LNG services along the East and Gulf Coasts and in the Great Lakes.





#### **PORT LOGISTICS**



### C J Celebrates Significant Milestone

#### Customs Broker Goes Above and Beyond to Ensure Customer Satisfaction for 25 Years

BY BLAISE WILLIG

arefully pressed under glass in a corner of Samya D. Murray's desk is a card she received some years ago from an appreciative client. The handwritten message reads simply, "Thank you for putting up with me."

The card serves as a reminder of why, 25 years after leaving a local customs brokerage and helping to launch C J International, Murray continues to put her heart and soul into doing business as a full-service global logistics

"We see each client as unique; we don't label them as being 'large' or 'small," explained Murray, C J's President. "We believe each client is the reason we exist and value the trust they put in us to handle their cargo rather than any other broker or freight forwarder. We take that trust very seriously."

Success hasn't always come easy since Murray and two former U.S. Customs employees, Curt Perry and Joan Shindledecker, launched C J International in July 1987. There were the early days of sharing a cramped space in the basement of a Baltimore-based trucking company, the challenges of being a largely woman-managed operation in a male-dominated industry, and later, the adjustment to various technological advances in the industry. Company personnel also mourned the loss of Shindledecker to cancer in 2004.

Forward progress only resulted thanks to perseverance, professionalism and valued personal relationships. "Our employees, everyone in C J, have always been willing to go above and beyond to provide the best possible service to our import and export clients," Murray said. "That means everyone pitches in to get the job done."

Mary Jane Norris, Maryland Port Administration (MPA) Manager, Port Operations Services, said it has been a pleasure watching C J International's development. "The business of freight forwarding/customs house brokerage is very competitive," Norris said. "You have to be good at what you do, care about the companies you represent and be reasonable in your fees or you won't succeed. Obviously, C J has been very successful in putting all the ingredients together. In today's economy, 25 years is more than a milestone, it's a testament to their commitment and professionalism."

For Murray, a telling moment in the company's history came in the early

#### At-A-Glance

- Founded: July 1987
- Offices in Baltimore, Md. (1987);
- The C and J stand for "Cindy" and "Jill,"
- C J's team of 36 import and export professionals features 14 licensed Customs
- In addition to co-founder Curt Perry, who was a chief inspector and regional director during his tenure in the Customs service, President; Shannon Alexander, Executive VP; Tom Poche, Treasurer; Diane Pachilis, VP of East Coast Operations; and Jason Combs, VP of Indiana Operations.
- C J handles a vast array of commodities covered by the Harmonized Tariff, intentionally diversifying the company's client base to cover all types of products.

www.cjinternational.com



1990s when Customs inspectors dropped by to perform a surprise audit. "Of course, we were on pins and needles the whole time," Murray recalled. "But we got 100 percent. We were told no one has ever gotten 100 percent before. The reason was Curt and Joan knew what Customs would be looking for and I knew how to put it together, to make it happen. That's how we ran the business."

In the beginning, C J's Baltimore operation accounted for more than 50 percent of the company's business. Now — having expanded into Indiana, Kentucky, Ohio and Texas over the last 20 years — C J counts on Baltimore to generate between 35 and 40 percent of revenue. "It's become a friendly competition," Murray said with a smile. "Baltimore vs. the Midwest."

Along with handling most of the sales and marketing for C J's East Coast

operations, Murray is a Customs Compliance Officer and must stay on top of new rules and regulations. "The Modernization Act has shifted the responsibility for correct transactions from Customs to the importing community," she offered as an example. "We have to work harder and longer to achieve the same results."

The most satisfying part of the business, according to Murray, has been "building C J from the ground up and dealing with clients we enjoy working with. A lot of our current clients are those who started with us in the first year of business."

Murray noted that continued growth is a company goal, but C J "will try to maintain the 'smaller office' structure so we can maintain a close relationship with all our clients."

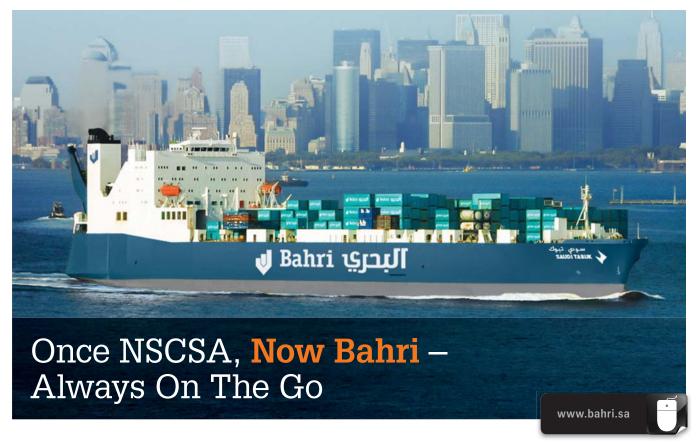
Meanwhile, the nine-person Baltimore staff, which works out of a historic church building purchased from the Salvation Army in 1993, will be heading to Louisville later this year for a companywide holiday party and silver anniversary celebration.

To all of the businesspeople with whom C J has come in contact over the last quarter-century, Murray would like to say, "Thank you for putting up with me."

"Never in a million years did I think I'd be where I am now," she noted. "Here it is, 25 years later, we're in business, we're successful, we have a great relationship

with the Port and Customs. ... It's very satisfying."





#### **Shipping Company Still Makes Name** for Itself by Building on Solid Reputation

BY NANCY MENEFEE JACKSON Images courtesy of Bahri

he large NSCSA roll-on/roll-off (ro/ro)/container ships sailing up the Chesapeake Bay and calling the Port of Baltimore have been a familiar sight for the past 30 years, but now the name is new.

While the legal name continues to be NSCSA (an acronym for The National Shipping Company of Saudi Arabia), as of this past April, the company's "doing business as" name changed to Bahri General Cargo.

Bahri, which roughly translated means "shipping" in Arabic, is a name that was used in the past, along with NSCSA, by the company's customers and shareholders in Saudi Arabia. "The name already existed informally," Ibrahim Ali Karjikar, Marketing Manager for Bahri General Cargo, said.

"Now we have formalized Bahri General Cargo as the new name under which we will be doing business."

Bahri General Cargo is a Division of Bahri, one of the biggest shipping conglomerates in the world, headquartered in Riyadh, Saudi Arabia. It is also the only major international ocean carrier to have a corporate office here in Baltimore. Bahri General Cargo (America) acts as the General Agent for Bahri General Cargo, Saudi Arabia.

"We moved here from New York 20 years ago, and we employ 40 people here, but have operations throughout the United States and Canada," said Capt. Ahmed Khan, President of the company. "This is a very stable company and we have a workforce that's very experienced in the

industry. We are also growing, and we have diversified into other areas." Capt. Khan joined NSCSA in 1983 and, before being appointed to the Baltimore office, was sailing as Captain on the company's

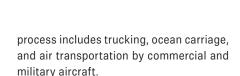
Bahri is a crucial link in the export of U.S.-manufactured commercial goods and military equipment.

"We have been appointed as the sole global logistics provider for the Saudi Ministry of Defense and Aviation," Capt. Khan said. He noted that the movement of military equipment between Saudi Arabia and the United States as part of multibillion dollar contracts under the Foreign Military Sales (FMS) program are coordinated through the Baltimore office and Bahri General Cargo sub-contractors. The



#### **Bahri** At-a-Glance

- One of the world's largest shipping companies, Bahri operates a diversified fleet of double-hulled VLCCs, chemical carriers, and drybulk and ro/ro ships.
- > Bahri General Cargo, Baltimore employs 40 people, with operations throughout the U.S.
- Coordinated from Baltimore are U.S. foreign military sales exports; import and export of commercial ro/ro, breakbulk, project and containerized cargo; and cargo movements overseas between non-U.S. ports.
- > Bahri has ordered six new multipurpose ro/ro ships that will regularly call the Port of Baltimore.
- > Bahri dry-bulk vessels will call North America for the export of U.S. grain shipments.
- Bahri presently calls the Port of Baltimore twice every 24 days, annually averaging about 16 voyages.
- Bahri is expanding and entering diversified areas of the shipping business and has become a truly global company.
- In March, Governor Martin
  O'Malley joined more than 350
  Maryland business leaders at the
  16th annual World Trade Center
  Institute's International Business
  Leadership Awards program and
  announced that Maryland's trade
  exports climbed 7 percent in 2011 to
  \$10.8 billion. Capt. Ahmed Khan of
  Bahri was awarded the International
  Business Leadership Award for 2012.



NSCSA was formed in 1979 by a royal decree and is the National Flag Carrier of Saudi Arabia. The Saudi Arabian government owns 29 percent of Bahri, with the rest widely held in public shares. The company is 100 percent Saudi Arabian-owned.

The company started with a small fleet of ro/ro/container vessels specializing in the movement of project cargoes destined for major infrastructural development projects in Saudi Arabia.

In 1996, Bahri invested in large oil tankers (known as Very Large Crude Carriers, or VLCCs). This past June, Bahri and Saudi Aramco signed a memorandum of understanding to merge the fleets and operations of Bahri and Vela International Marine Ltd., a wholly owned subsidiary of Saudi Aramco. The proposed merger, expected to be finalized in 2013, would position Bahri as the fourth-largest owner of VLCCs in the world, with 32 vessels.

This past August, Bahri began operating a 60 percent-owned subsidiary, Bahri Dry Bulk, in partnership with the Arabian Agricultural Services Company (ARASCO), which imports grain into Saudi Arabia from North and South America and other exporting countries. The company has contracted to build five new dry-bulk ships.

Bahri presently owns and operates one of the world's biggest fleets, which includes 17 VLCCs, 25 chemical tankers and four multipurpose ro/ro/container vessels. Bahri vessels call regularly at the Dundalk Marine Terminal, where Ports America provides stevedoring and terminal

services. The company has ordered six new multipurpose ships from Hyundai MIPO shipyard to be delivered starting early 2013. The new ships, having 26,000 DWT, are each 738 feet long (225 meters) and equipped with two heavy cranes.

"The new ships incorporate green technologies and will be far more fuel efficient," said Charlie Atkinson, National Sales Manager.

Bahri remains true to its history by continuing to focus on general cargo and calling regularly on Baltimore. "What has changed is that we've moved away from cargo that was equally divided among containers, breakbulk and ro/ro. Going forward, we will be significantly reducing our container cargo capacity," Capt Khan said. "But we've drastically increased our capacity in our niche cargo segment of project



Top, a composite illustration of a new-design Bahri vessel. Above, Maryland Governor Martin O'Malley, left, and World Trade Center Institute President and Executive Director Deborah Kielty recently congratulated Capt. Ahmed Khan of Bahri on receiving the International Business Leadership Award for 2012.

cargoes, heavy lifts and ro/ro cargoes."

Maryland Port Administration (MPA) Executive Director James J. White commented, "We applaud Bahri for having the insight on their new ships to gear more toward ro/ro and project cargos. Both of these cargos are strongly positioned for the future and are ones that the Port of Baltimore is successful with because of our geographical advantages to the Midwest."

As the hub for the Mid-Atlantic region, Baltimore is the only U.S. port where each Bahri vessel makes two calls. The second call is for exports. Atkinson praises the Port of Baltimore for its efficiency, noting, "We're in and out of there quickly."

The Port's strategic location and its ease of doing business make it a vital part of Bahri's shipping strategy, while the company's presence boosts America's exports.

U.S. machinery is in great demand in Saudi Arabia and other Middle Eastern countries, as well as in the Indian sub-continent, for use in major infrastructure projects such as construction, power generation, railways, farming, de-salination plants, oil field/oil well, refinery, mining equipment and numerous other developmental projects.

While Baltimore's location as the closest port to the Midwest and its excellent facilities are part of its appeal, "beyond that is a long-term relationship with the people of the Port," Capt. Khan said. "You can call people and get things done — you don't get lost in bureaucracy."

Bahri's liner service connects Baltimore to the vital export trade centers of Jeddah. Dubai and Dammam in the Middle East: Mumbai and Mundra in India; and Livorno in Italy. Bahri vessels call Baltimore directly from Livorno, giving it one of the fastest transit times on this important trade lane.

Other ports in Middle Eastern countries such as Oman, Iraq, Kuwait, Libya and Turkey are also called when needed, as are ports in Europe and North Africa.

Having a corporate office in Baltimore ensures that the customers have direct access to decision makers without having to deal with time zone and weekend differences.

"We have a relationship with the Maryland Port Administration [MPA] going back 30 years," Capt. Khan said. "We are very happy with all of the support here in Baltimore. The MPA staff is highly experienced and knowledgeable and we have found Baltimore to be a good place to do business. We've always been happy in Baltimore." (#)

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Port Handles 40 Percent of Manufacturer's Cars Sold in U.S.

BY NANCY MENEFEE JACKSON Photography by Kathy Bergren Smith











rimmed with protective hood covers and clear plastic hubcaps, brandnew Suzuki cars waited in rows at the Dundalk Marine Terminal, ready to be driven onto trucks bound for some 80 dealers in the Mid-Atlantic and Northeast. Suzuki imports 40 percent of all of the cars it sells in the United States through the Port of Baltimore, and most of those cars end up at dealerships that are within a day's transport by truck from the Port.

"We are the largest Suzuki port in the United States," said Mike Gorman, District Port Manager for American Suzuki Motor Corporation. "The Baltimore port is ideally situated for a large portion of our market; we're close to our high-volume dealers."

Suzuki uses NYK Line (North America), Inc.; "K" Line America, Inc.; and MOL (America) Inc. as its carriers, with the cars processed by AMPORTS, Inc.

"I can't say enough good things about AMPORTS," Gorman said.

Seven full-time AMPORTS employees work on the new Suzukis in the automotive shop at the marine terminal, adding finishing touches such as navigation systems, body side molding and floor mats. The shop also provides a PDI





Mike Gorman, District Port Manager for American Suzuki Motor Corporation, is a fan of QCHAT.

**40 PERCENT** of Suzuki cars sold in the U.S. come through the Port of Baltimore.

12,000 CARS a year come through Baltimore.

From the Port, cars are sent to some 80 DEALERS, most of which are within a day's travel from Baltimore.

www.suzukiauto.com



American buyers who choose a Suzuki don't realize that the car they're admiring in the showroom owes its mint condition to a program they've probably never heard of: OCHAT.

inspection for cars bound for rental fleets so that the vehicles are prepared to be driven immediately.

"Everything is ready for the final customer," Gorman said.

About 1,000 Suzuki vehicles a month come through the Port of Baltimore, "and typically by the end of the month we don't have anything left on the ground," Gorman said.

The most popular model with buyers is the compact SX4, which comes in three configurations: a sedan; the SportBack, a front-wheel-drive hatchback; and the Crossover, a hatchback with all-wheel drive. It's the least expensive all-wheeldrive vehicle in the United States. The midsize Kizashi sedan is known for being sporty and fun to drive with a wellappointed interior reminiscent of European cars. It, too, is available with all-wheel drive. The Grand Vitara is a capable SUV that's actually designed to go off road.

The lineup appeals to drivers who like the outdoors.

"We offer something different; we like to be a niche player," Gorman said.

Although Suzuki sells 2.5 million cars worldwide annually, it has a smaller presence in the United States than Honda and Toyota. But in Japan, Suzuki's WagonR, not offered in the U.S., has been the topselling model for several years. Suzuki is the fourth-largest car company in Japan.

"The factories are running at 100 percent. We can't get extra cars if demand suddenly increases," Gorman said. "American Suzuki has to place its factory orders well in advance."

Michio Suzuki started Suzuki Loom Works in 1909 to make weaving machines; in 1952 the company introduced the first motorized bicycle. In 1953, it debuted its first motorcycle, the 60cc Diamond Free, and the next year the company changed its name to Suzuki Motor Co. Ltd. In 1954, it mass produced a car with front wheel drive.

American buyers who choose a Suzuki don't realize that the car they're admiring in the showroom owes its mint condition to a program they've probably never heard of: OCHAT.

QCHAT, which stands for Quality Cargo Handling Action Team, is a collaborative initiative at the Port of Baltimore that improves quality, prevents damage and sets the standard for cargo handling.

"QCHAT has been a blessing," Gorman said. "I became involved when it started 16 years ago, and it's really evolved into a fantastic program." He praises QCHAT for making it easier to identify and address issues quickly.

Suzuki vehicles have been coming through the Port since 1986.

"They're a great, longtime customer," said Lawrence Johnson, Maryland Port Administration Trade Development, who is responsible for autos. "They are a solid tenant. They're not the largest guy on the block, but they're just a good, backbone customer to have here at Dundalk. You want to have an automaker like Suzuki at the Port. They support us and we support them."

As American demand increases — Gorman predicts a modest growth of 5 percent per year — the Port will continue to play a behind-the-scenes role in uniting a buyer with that new-car smell.

"In 1986, a decision was made to import the cars through the Port of Baltimore, and we've been here and we've been happy ever since," Gorman said.

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## **PORT PERSON**



## Aimee P. Warner

Senior Engineer Wastes No Time Helping Port Maintain High Environmental Standards

BY MERRILL WITTY
Photography by Kathy Bergren Smith

imee Warner came to her current position as Senior Engineer with the Maryland Environmental Service (MES) pretty naturally.

She grew up in Rhode Island — a small state with a beautiful Atlantic coastline. After graduating from prep school there, she decided she needed to stay near the ocean and at the same time make a career out of improving the environment. So she earned a B.S. degree in Marine Safety and Environmental Protection from the Massachusetts Maritime Academy in Buzzards Bay. Warner continued her immersion in all things oceanic by

captaining the academy's crew team.

Her first job after college was with an environmental consulting firm that specialized in the assessment and remediation of hazardous waste sites in Massachusetts, with a particular emphasis on hydrogeologic field investigations.

Warner said the highlight of that job was "providing oversight of the installation, and the subsequent operation and maintenance, of a groundwater and soil remediation system at a bulk petroleum storage terminal for a major commercial client."

While working during the day, she furthered her education by night

— eventually earning an M.S. in Environmental Engineering Science from the University of Massachusetts.

In 2005, Warner moved with husband Darin, a geologist, to Maryland, where she began working at the MES and with the Maryland Port Administration (MPA). She initially concentrated on dredged material containment facility projects, and then, after a year and a half, began working with Barbara McMahon, MPA Manager, Safety, Environment & Risk Management.

Warner was instrumental in the development and implementation of the MPA's Environmental Management System and last year was able to help the MPA obtain ISO 14001 certification, recognizing that environmental standards are being continually met and exceeded.

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In 2009, Warner was the project manager for the \$3.5 million that the MES received from the U.S. Environmental Protection Agency on behalf of the MPA.

McMahon spoke of how much she appreciates Warner's efforts at the Port. "She is extremely knowledgeable in environmental requirements and able to develop and manage the programs necessary to have a top-notch Environmental Management System," McMahon said. "Much of the success that we have achieved can be attributed to Aimee's efforts."

In 2009, Warner was the project manager for the \$3.5 million that the MES received from the U.S. Environmental Protection Agency on behalf of the MPA. This grant included replacement, repowering and retrofitting of cargohandling equipment, vessels and dray trucks and helped improve air quality at the Port of Baltimore.

Over the years, Warner's role assisting the MPA's Safety, Environment & Risk Management Department has grown, and in 2010 she began to manage MES operations and maintenance work at Dundalk Marine Terminal. Warner noted that this entails "management of all the hazardous and non-hazardous waste" at the terminal, as well as overseeing operation of the plant that treats groundwater prior to discharge into the Patapsco River.

Over the years, Warner, who lives in Severna Park with her husband and two toddler-age daughters, has been able to foster a strong team that works to protect the environment and incorporate a green perspective into all of its efforts.



On hand for the WWL Salome wheel ceremony were, from left, WWL's Jonathan Hess, MPA's Lawrence Johnson, Capt. Nyi Nyi Than Moe, Chief Officer Aung Pe Saw and WWL's Michael Derby.

## WWL Unveils Salome On Trip to Baltimore

The M/V Salome, recognized as a new generation of roll-on/roll-off vessels for Wallenius Wilhelmsen Logistics' Round the World Liner Service, recently sailed into the Port of Baltimore flying the flag of Singapore. The Salome has an overall length of 265 meters and a capacity of approximately 6,000 car units on nine car decks, three of which are movable.

**Agent:** Wallenius Wilhelmsen Logistics

Stevedore: Ports America

**Towing:** McAllister Towing of Baltimore



Welcoming the Höegh St. Petersburg were, from left, Höegh's David Honor, Capt. Agustin Rodolfo Garfin, MPA's Lawrence Johnson and Höegh's Samuel Ham.

## St. Petersburg Makes Port Stop

The Höegh *St. Petersburg* arrived at the Port of Baltimore's Atlantic Terminal to handle new and used vehicles, high heavy rolling stock, breakbulk and project cargo. Sailing for Höegh Autoliners and flying the Norwegian flag, the pure car-truck carrier measures 228 meters long by 32 meters wide. The *St. Petersburg* next visited Middle East and Far East ports.

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## PORT VIEW





#### STORY BY KATHY BERGREN SMITH

he Recreation Pier at the foot of Broadway on Baltimore's historic Fells Point waterfront has been many things to many people. In 1914, the 500-foot pier served both commercial and public interests as a cargo pier below and a municipal dance hall above.

When this photo was taken in 1973, the pier was the headquarters of the Maritime Exchange, whose radio towers can be seen on the roof. The east side of the pier was the homeport of the Baker Whitely fleet of tugboats, which was acquired by McAllister Towing. The west side was home to Curtis Bay Towing, which became Moran Towing and was the last tenant to leave the pier in 2010. Also in the shot to

the east are the red freight boats of Marine Launch, a.k.a. Broadway Meats. These boats shuttled ships' stores and lube oil to vessels. Marine Launch was acquired by Vane Brothers, which still owns the *Carlyn*, the first boat in the photo.

The grand old Rec Pier, as it is known, hit its low point in 2010 when the organization Preserve Maryland named it one of the most endangered historic sites in the state. The Moran tugs have moved to Clinton Street. However, a new chapter may be begininning for the building. The city sold the pier for \$2 million in 2010 to Aloft Hotels, which has plans for a 135-room property at the site.

The above photograph is provided courtesy of the Baltimore Museum of Industry and is part of the museum's BGE collection. Visit the Baltimore Museum of Industry at 1415 Key Highway on the south side of the Inner Harbor; check out their website at www.thebmi.org; or call 410-727-4808. The museum is open Tuesday through Sunday, 10 a.m.-4 p.m.

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